

Message Text

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PAGE 01 STATE 187849
ORIGIN EB-08

INFO OCT-01 EUR-12 EA-07 ISO-00 DOTE-00 CAB-02 CIAE-00
COME-00 DODE-00 INR-07 NSAE-00 FAA-00 /037 R

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DOT:RYOUNG
EUR/CE:RCASAGRANDE
CAB:ALARGAY

-----061245 100117Z /70

R 092123Z AUG 77
FM SECSTATE WASHDC
TO AMEMBASSY BONN
INFO AMEMBASSY LONDON
AMEMBASSY TOKYO
AMEMBASSY ROME

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E.O. 11652: N/A

TAGS: EAIR, GW, US

SUBJECT: CIVAIR: FRG REQUEST FOR CIVAIR NEGOTIATIONS

REF: BONN 11739

1. DEPARTMENT RELUCTANT TO ENTER INTO OVERALL CIVAIR
NEGOTIATIONS WITH FRG AS EARLY AS OCTOBER OR INDEED ANY
TIME THIS YEAR. THERE IS FIRST THE PRACTICAL DIFFICULTY
IN SCHEDULING ANOTHER MAJOR AVIATION NEGOTIATION THIS
YEAR IN FACE OF HEAVY COMMITMENTS OF TIME AND PERSONNEL
ALREADY MADE IN RESPECT OF JAPAN, ITALY, MEXICO, AND UK
(FOR CHARTER AGREEMENT). SECOND, NEW US-UK AGREEMENT IS
NOT A PATTERN FOR US CIVAIR RELATIONS WITH OTHER COUNTRIES.

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UK AGREEMENT IS TAILORED TO US-UK SITUATION, WHICH IS
QUITE DIFFERENT FROM US-FRG SITUATION. THIRD, AND
RELATED TO LAST POINT, THERE IS NO PRESSING NEED FOR
OVERALL US-FRG CIVAIR NEGOTIATIONS. ASIDE FROM SOME
SPECIFIC ISSUES (E.G., TRUCKING AND LATENT CHARTER
QUESTION), BOTH SIDES APPEAR SATISFIED WITH OVERALL CIVAIR
RELATIONS. LAST, US MUST TAKE ISSUE WITH IMPLICATION

THAT CIVILIAN BENEFITS BE BALANCED 50-50, EVEN IF US
ACCEPTED FRG VIEW THAT SCHEDULED AND CHARTER TRAFFIC
SHOULD BE LUMPED TOGETHER. EQUAL MARKET SHARES RAISES
SERIOUS ECONOMIC POLICY PRINCIPLES WHICH GO BEYOND

AVIATION. US-UK AGREEMENT CLEARLY AVOIDS FIXED MARKET
SHARE APPROACH.

2. EMBASSY REQUESTED RESPOND TO PAAS ALONG FOREGOING
LINES, MAKING CLEAR THAT WE ARE NOT OPPOSED TO CONSUL-
TATION AS SUCH, PARTICULARLY ONE WHICH IS A TOUR D'HORIZON,
BUT ONLY THAT WE WANT TO POSTPONE THEM UNTIL EARLY NEXT
YEAR.

3. FYI. WE ASSUME FRG'S MAIN CONCERN IS OVER PROBABLE
REENTRY OF TWA AT FRANKFURT NEXT SPRING AND ITS DESIRE
TO PROTECT THE COMFORTABLE 60 PERCENT SHARE OF SCHEDULED
PASSENGER MARKET LUFTHANSA HAS HELD FOR SEVERAL YEARS,
USING US HIGHER SHARE OF CHARTER MARKET AS LEVERAGE. WE
ALSO HAVE REASON BELIEVE UK MAY HAVE PROMPTED, OR AT LEAST
SUPPORTED, FRG INITIATIVE BECAUSE OF UK CONCERN THAT TWA
WILL NEXT SPRING RESUME SERVICES TO FRANKFURT VIA LONDON
WHEN APPROVAL FOR PAN AM-TWA ROUTE EXCHANGE ENDS. FOR
BROAD AVIATION POLICY REASONS, DEPARTMENT BELIEVES IT
ESSENTIAL WE FIRMLY RESIST EFFORTS OF FRG (AND OTHERS)
TO USE US-UK AGREEMENT AS SPRING BOARD FOR GAINING ADDI-
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TIONAL ADVANTAGES FROM U.S. WE THUS WANT OUR MESSAGE
TO GET ACROSS, SUBTLY BUT FIRMLY, THAT WE ARE NOT GOING
TO BE DRAWN INTO THIS GAME. END FYI.

CHRISTOPHER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: CIVIL AVIATION, NEGOTIATIONS
Control Number: n/a
Copy: SINGLE
Sent Date: 09-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977STATE187849
Document Source: CORE
Document Unique ID: 00
Drafter: MHSTYLES:BA
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D770287-0096
Format: TEL
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t19770879/aaaacova.tel
Line Count: 99
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 78c2bf5d-c288-dd11-92da-001cc4696bcc
Office: ORIGIN EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 77 BONN 11739
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Mar-2005 12:00:00 am
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1653429
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: FRG REQUEST FOR CIVAIR NEGOTIATIONS
TAGS: EAIR, GE, US
To: BONN
Type: TE
vdkgvwkey: odhc://SAS/SAS.dbo.SAS_Docs/78c2bf5d-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009